

A RESOLUTION

FINANCE AND EXECUTIVE COMMITTEE

05-R-1138

A RESOLUTION AUTHORIZING THE MAYOR OR DESIGNEE TO ENTER INTO AN APPROPRIATE RENEWAL AGREEMENT NO. 1 WITH WACHOVIA BANK, NA, FOR FC-7300-00, SELECTED BANKING SERVICES, ON BEHALF OF THE DEPARTMENT OF FINANCE. THE CONTRACTOR SHALL BE COMPENSATED ACCORDING TO COMPENSATION SCHEDULE, ATTACHED AS EXHIBIT I, AND FOR OTHER PURPOSES.

WHEREAS, the City of Atlanta (the "City") did enter into an agreement with Wachovia Bank, NA, for FC-7300-00, Selected Banking Services on behalf of the Department of Finance; and

WHEREAS, said agreement contained a base year term of three (3) years, with two (2) one (1) year renewal options; and

WHEREAS, the contractor has performed the contracted services satisfactorily; and

WHEREAS, the Commissioner of the Department of Finance and the Chief Procurement Officer have recommended Renewal Agreement No. 1 with Wachovia Bank, NA, for FC-7300-00, Selected Banking Services; and

WHEREAS, the Contractor will be compensated according to the compensation schedule, attached as Exhibit I.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF ATLANTA, GEORGIA, that the Mayor or her designee be and is hereby authorized to enter into Renewal Agreement No. 1 with Wachovia Bank, NA, for FC-7300-00, Selected Banking Services.

BE IT FURTHER RESOLVED, the said Renewal Agreement No. 1 be awarded for a period of one (1) year.

BE IT FURTHER RESOLVED, that the Chief Procurement Officer is hereby directed to prepare an appropriate Renewal Agreement No. 1 for execution by the Mayor, to be approved by the City Attorney as to form.

BE IT FINALLY RESOLVED, that this Renewal Agreement No. 1 shall not become binding on the City, and the City shall incur no liability upon same until such agreement has been executed by the Mayor and delivered to the contracting party.

Legislation White Paper

Caption:	A RESOLUTION AUTHORIZING THE MAYOR OR DESIGNEE TO ENTER INTO AN APPROPRIATE RENEWAL AGREEMENT NO. 1 WITH WACHOVIA BANK, NA, FOR FC-7300-00, SELECTED BANKING SERVICES, ON BEHALF OF THE DEPARTMENT OF FINANCE. THE CONTRACTOR SHALL BE COMPENSATED ACCORDING TO COMPENSATION SCHEDULE, ATTACHED AS EXHIBIT I, AND FOR OTHER PURPOSES.
Council Meeting Date:	June 29, 2005
Legislation Title:	A resolution authorizing the Mayor to enter into a renewal agreement No.1 with Wachovia Bank, NA, for FC-7300-00, Selected Banking Services.
Requesting Department:	Department of Finance
Contract Type:	Selected Banking Service
Source Selection:	Request for Proposals
Bids/Proposals Due:	June 20, 2001
Invitations Issued:	100
Bids/Proposals Received:	4
Bidder/Proponents:	Wachovia Bank, NA., First Union, SunTrust Bank and Bank of America
Justification Statement:	Wachovia personnel have always been very responsive and extremely cooperative. During the time Wachovia has provided selected banking services to the Department of Finance, they have proven to be an overall dependable and reliable company. The personnel assigned to work on the Department of Finance's projects are competent and demonstrate a willingness to do what is necessary to get the job done.

Background:

The primary contact for Wachovia is Ms. Dorothy C. Moore, Senior Vice President. Ms. Moore is always willing and available to handle issues that are important to the Department of Finance. She has consistently provided the Department of Finance with excellent customer service. Wachovia has fulfilled the terms of their contract.

Fund Account Center:

N/A

Term of Contract:

Initial period of three (3) year period with two (2), (1) one-year renewals in (1) one-year increments.

Prepared By:

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EXHIBIT I

COMPENSATION SCHEDULE

PART IV
FC-7300-00
SELECTED BANKING SERVICES

COST PROPOSAL

PROFORMA ANALYSIS STATEMENT
(CONSOLIDATED)

Please describe pricing, based upon the following information:

Number of accounts	30
Number of securities	175
Number of monthly transactions	25
Total Charges Wachovia	\$17,902.39
Total Service Charge Wachovia and CMS, Inc.	<u>\$24,507.71</u>

Please note the following items are on a per month basis:

ECR (as of December 31, 2000)	5.74%
Average Ledger Balance	7,000,000
Average Collected Balance	5,000,000
Average Float	2,000,000
Compensating Balance Wachovia	\$4,080,312.73
Compensating Balance Wachovia and CMS, Inc.	<u>\$5,583,797.26</u>

DESCRIPTION	UNIT PRICE	MONTHLY ACTIVITY	COST OF SERVICE
Account Maintenance	<u>\$8.00</u>	<u>36</u>	<u>\$288.00</u>
Controlled Disbursement Accounts	<u>\$25.00</u>	<u>2</u>	<u>\$50.00</u>
Zero Balance Accounts	<u>\$10.00</u>	<u>11</u>	<u>\$110.00</u>
FDIC Insurance	<u>\$.0089</u>	<u>\$7,000</u>	<u>\$62.30</u>
Items Posted Debits	<u>\$0.10</u>	<u>17,973</u>	<u>\$1,797.30</u>
Controlled Disbursement Items	<u>\$0.10</u>	<u>7,179</u>	<u>\$717.90</u>
Cash Deposits	<u>\$.0010</u>	<u>18,957</u>	<u>\$18.97</u>

DESCRIPTION	UNIT PRICE	MONTHLY ACTIVITY	COST OF SERVICE
Deposits Credited ✓	\$.30	689	\$206.70
Items Deposited Pre-encoded (Avg.)	\$0.055	114,256	\$ 6,284.08
* Stop Payments (on-line)	\$5.50	46	\$253.00

DESCRIPTION	UNIT PRICE	MONTHLY ACTIVITY	COST OF SERVICE
Returned Items, charged back ✓	\$1.50	361	\$541.50
Returned Items, re-deposited ✓	\$1.50	411	\$616.50
Wire Transfers "IN" ✓	\$3.00	104	\$312.00
Wire Transfers "OUT" (Repetitive) ✓	\$5.00	23	\$115.00
Wire Transfer (book) (Repetitive) ✓	\$1.50	131	\$196.50
ACH Item Originated	\$0.07	23,377	\$1,636.39
Direct Deposit (Monthly Fee)	\$20.00	1	\$20.00
Transfer Debit/Credit	\$0.11	14	\$1.54
ACH Payroll Tap Transmission(DT)	\$20.00	14	\$280.00
ACH Returns ✓	\$1.50	36	\$54.00
Full Reconciliation Account	\$30.00	7	\$210.00
Full Reconciliation Items	\$.04	17,973	\$718.92
Check Images Per Item	\$.025	17,973	\$449.33
Check Images on CD Rom	\$25.00	2	\$50.00
Account Statements	0	36	\$0.00
Safekeeping			

DESCRIPTION	UNIT	MONTHLY	COST OF
Items	PRICE	ACTIVITY	SERVICE
	\$2.50	175	\$437.50
Portfolio Analytics (monthly)	\$100	1	\$100.00
Transfer Securities	\$20.00	20	\$400.00
Balance Reporting	\$25.00	36	\$900.00
Courier Fees	\$0.00	Actual	
Balance Reporting	\$0.04	\$26,874	\$,1074.96
Additional Maintenance	\$0.00		\$0.00
Total Cost of Services- Wachovia			\$17,902.39
Average Ledger Balance			\$ 7,000,000
Average Collected Balance			\$ 5,000,000
Average Usable Balance (less reserve of 10%)			\$4,500,000
Earnings Credit Rate (period end 12/31/00)			5.74%
Balance Required for Wachovia			\$4,080,312.73
Additional Balances Required to Offset Requested Services			\$0
Additional or Recommended Services:			
Lockbox Processing			
Total CMS, Inc.	\$6605.32	1	\$6,605.32
Balance Required for CMS, Inc.			\$1,505,484.53
Total Wachovia and CMS, Inc.			\$24,507.71
Total Balance Required for Wachovia			\$5,585,797.26

DESCRIPTION and CMS, Inc."	UNIT PRICE	MONTHLY ACTIVITY	COST OF SERVICE
Additional Balances Required to Offset Requested Services			\$1,085,797.26